



the Rhythm of CHANGE

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Patrice (“Pat”) N. Knight

Vice President, Global Supply Operations,
IBM Corporation

Patrice N. Knight has held a number of leadership positions within IBM’s Integrated Supply Chain and Procurement Organizations. In these roles, she has lead transformation efforts that have transitioned IBM’s internal operations from a cost-center to a profit-center for the corporation and enabled the success and profitability of the greater business strategy. She has achieved a reputation for being a “Thought Leader and Change Agent” and developed a niche for leading transformational efforts.

Ms. Knight was named to her current position, Vice President Global Supply Operations, in August 2006 and has responsibility for all Supply Operations (which includes Procurement) policy and practices, supplier diversity, and supply transformation. Under her leadership, Global Supply has accelerated its structure, processes, and tools as a globally integrated organization. Her responsibility for procurement transformation spans end-to-end improvements, and embraces lean six sigma methodologies to deliver comprehensive, measurable benefits. As a member of the board of the National Minority Supplier Development Council and as chairman of the NMSDC International Committee, Ms. Knight is a recognized leader in successful development of global supplier diversity.

Ms. Knight was Vice President of Business Transformation and Strategy for the IBM Integrated Supply Chain Organization from 2004 to 2006. In this role, Ms. Knight was responsible for the process transformation investment and portfolio management for enabling IT. This role also included customer and supplier processes within IBM’s Integrated Supply Chain. The scope of the transformation was substantial and far reaching as it included services, hardware and software.

From 2002 to 2004, Ms. Knight was Vice President of the IBM Import Compliance Office (ICO). Ms. Knight was responsible for providing oversight to IBM’s operating units for all aspects of importation including policy, education, compliance control, and coordinating customs valuation through International Tax. The ICO also established and maintained relationships with appropriate government agencies relative to activities involving import regulations. During Ms. Knight’s time in this position, IBM was recognized as a leader in the critical area of supply chain security.

From 1999 to 2002, Ms. Knight was Vice President of Global Procurement Strategy, Transformation and Policy. In this role, she was responsible for developing and driving the Procurement strategy for the IBM Corporation, in addition to leading Procurement’s Business Transformation. She was also responsible for the procurement policy and practices in support of thousands of buyers and suppliers worldwide. Under her leadership, IBM established industry leadership in e-Procurement. She has led engagements with the governments of both Taiwan and Ireland to e-enable their buy/sell procurement processes. She was a member of Manufacturing Alliance/MAPI and represented IBM on the Executive Committee Board of RosettaNet, a global e-business standards body.

She received her Bachelors Degree from the State University of New York. She has completed graduate level course work in Finance, Supply Chain Management and Strategic Sourcing.

[from IBM Global Business Services]